

APPENDIX C - PRICING INDEX DIR-SDD-2060 AMENDMENT No. 4 JOHNSTON TECHNICAL SERVICES INC.		Customer Discount % off MSRP
Emergency Preparedness Hardware Products		
Cobham All Products		10.00%
Cambium Networks		
Radios/ODUs/Access Points/Subscriber Modules/RFUs/Activation Keys		20.00%
Accessories		22.00%
DragonWave/All Products		15.00%
E-Band/All Products		15.00%
Mercury Networks		
Base Stations/Antennas/Pole Mount Kit/Management System		10.00%
CPEs		3.00%
Accessories		5.00%
Rohn Towers/All Products (excludes Roof Mounts)		10.00%
Ruggedcom/All Products except 3rd Party Items		10.00%
Sabre Site Solutions/All Products		11.50%
Siklu All Products		15.00%
Sub 10 Systems/All Products		10.00%
Trylon Towers/All Products		14.50%
Emergency Preparedness Accessories		
Cabling		5.00%
Patch Cords		5.00%
Connectors		5.00%
Power Supplies		5.00%
Protectors		5.00%
Mounting Hardware (Clamps, Hangers, Brackets, Mounts, Masts, etc.)		5.00%
Grounding Kits		5.00%
Weatherproofing Material		5.00%
Emergency Preparedness Services		
Technical Services - Radio Systems		
Annual Maintenance Agreement		12.00%
Installation & Maintenance Hourly Rate (1-man crew)		12.00%
Installation & Maintenance Day Rate (8am-5pm, 1-man crew)		12.00%
Installation & Maintenance Hourly Rate (2-man crew)		12.00%
Installation & Maintenance Day Rate (8am-5pm, 2-man crew)		12.00%
Installation & Maintenance Hourly Rate (3-man crew)		12.00%
Installation & Maintenance Day Rate (8am-5pm, 3-man crew)		12.00%

Installation & Maintenance Hourly Rate (4-man crew)	12.00%
Installation & Maintenance Day Rate (8am-5pm, 4-man crew)	12.00%
Site Survey (per node)	12.00%
Spectrum Analysis (per node)	12.00%
Systems Engineering Hourly Rate	12.00%
Troubleshooting Hourly Rate (2-man crew)	12.00%
FCC License Coordination Fee (single point-to-point hop)	12.00%
Training (1-day)	12.00%
Meeting (2-hour slot)	12.00%
Mobilization (per 1-hour increment per tech)	12.00%
Report Generation	12.00%
JTS Bucket Truck Usage (day rate)	12.00%
External Resource Lease - Skytrak (day rate)	12.00%
External Resource Lease - Crane (hourly rate)	12.00%
External Resource Lease - Backhoe (day rate)	12.00%
Technical Services - Tower Construction & Misc Tower Related Services	
Tower Inspection (per tower)	12.00%
Tower Engineering (Geotechnical and PE Reports)	12.00%
Tower Installation (Foundation)	12.00%
Tower Installation (Stacking)	12.00%
Tower Grounding (per tower)	12.00%
Tower Repair - Hourly Rate (per man)	12.00%
Tower Work - General Hourly Rate (per man crew)	12.00%
Tower Tear-Down and Removal - Day Rate	12.00%